



Monday, January 6, 2020
Maryland Department of Commerce
401 E. Pratt St.
Baltimore, MD 21202
2:00 p.m. – 4:00 p.m.

Meeting Minutes

Attendees:

Brian Briggs, Chair
Delegate Ned Carey
Suzy Ganz
Saundra Lamb
Bobby Patton
Christine Ross
Tom Sanders
Scott Simmons
Phil Tulkoff
Craig Wanner

Company

TIC Gums
Maryland General Assembly
Lion Brothers
Semforex
Patton Electronics
Maryland Chamber of Commerce
Coherent Technical Services
McCormick & Company
Tulkoff Food Products
The Whalen Company

Ex-Officio Members:

Kelly Schulz

Secretary, Department of Commerce

Notable Guest(s)

Guest Speakers

Jeffrey Smith
Marquita Friday

Department of Labor
Maryland State Department of Education

Commerce Staff:

Todd Sabin
Heather Gramm
Sarah Sheppard

I. Call to Order

At 2:13 p.m. Chairman Brian Briggs called the meeting to order and welcomed members and guests.

II. Review and Approval of October 11, 2019 Minutes

Upon motion duly made and seconded, the minutes of the October 11, 2019 MMAB meeting were approved.

III. Chairman's Updates

The Chairman commented on meeting with companies and listening to the needs of manufacturers which confirms for him the priorities of the MMAB are on target and addressing the key issues.

IV. Maryland Manufacturing Update

Secretary Schulz gave brief remarks regarding the ongoing importance of workforce for Maryland businesses. Secretary Schulz also shared information regarding the upcoming 2020 Maryland Legislative Session, and a Commerce-sponsored bill requesting changes to the Partnership for Workforce Quality.

Todd Sabin continued by updating the Board on relevant information of the manufacturing industry in the state.

V. Old Business

A. Image of Manufacturing Initiative Update

Scott Simmons opened by discussing how the Board can tie the Baltimore County teachers who were on the bus tour last Spring to the Maryland Chamber Foundation externship program, and he would like to continue with the bus tour. Chairman Briggs and Phil Tulkoff agreed they would continue to support the bus tour. Chairman Briggs stated he would like to include Harford County public schools.

Secretary Schulz stated we should work with schools that have manufacturing CTE programs in place. Marquita Friday said she could provide a list. Scott Simmons asked how do we take manufacturing into the classroom. Marquita Friday added that the you would work with the local

CTE director. Suzy Ganz asked how often CTE directors meet. Ms. Friday replied they meet quarterly.

Christine Ross updated the Board on the status of this year's upcoming Chamber Foundation Externship program this summer. To date, they had received 135 applications and credits this to a posting in the MSDE newsletter and the video created about last years program.

B. Small Manufacturing Business Support Initiative

Saundra Lamb began by discussing what groups or clusters of small manufacturers could benefit by this initiative. Suzy Ganz suggested looking at the economic impact by SIC code and then by employment, revenue contribution, and legacy verse new businesses. Ms. Lamb continued by discussing the work release program. Secretary Schulz stated there were about 250 on work release and the state hopes to increase that.

C. Manufacturing Co-Ops in Maryland

Bobby Patton opened by discussing his meeting with MHEC and how it is up to that organization and their rules for bachelor's degree requirements as they relate to Co-Ops. Mr. Patton inquired as to how we can change the rules. Sarah Sheppard expressed that both MHEC and the Maryland University System are in support of Co-Ops, but it is up to businesses to tell MHEC what they want. Mr. Patton expressed the need to ask for changes in the rules as they pertain to engineering degrees. Chairman Briggs suggested having MMAB members meet with MHEC. Secretary Schulz suggested creating a meeting with all relevant parties as to what needs to be done. Christine Ross then asked what degrees, after engineering, should Co-Ops pursue? Ms. Sheppard suggested cyber security. Ms. Ross then asked if letters of support would help. Chairman Briggs and Mr. Patton said they would provide letters of support from their companies. Ms. Sheppard will organize a meeting with MHEC on MMAB's behalf.

VI. New Business

A. Tech Transfer in Maryland

Mr. Patton started by stating the technology developed by NSA, NIH, and other labs located in the state should be better transferred to companies within the state. Secretary Schulz stated that this has been recognized by the state as an opportunity and the upcoming year will have a focus on entrepreneurialism. Mr. Patton then stated the importance of tech commercialization and how SBIR and STTR are training small businesses on winning these grants. Ms. Ross stated there should be incentives for retirees to invest in next generation technology. Secretary Schulz said the state has two tax credits for biotechnology and cybersecurity. Heather Gramm stated Commerce will look at the benefit of these programs for businesses moving forward.

B. MMAB Priorities

Ms. Lamb began the conversation by stating that there are a number of initiatives of the MMAB. The question is what can be accomplished and what are the MMAB priorities. Chairman Briggs

suggested he meet with Heather Gramm and Todd Sabin to determine 2-3 priorities to present to the Board at the next meeting to work on in 2020.

C. Maryland Manufacturing Apprenticeships

Jeff Smith began by reviewing what apprenticeships are, their components, and benefits. Secretary Schulz continued by stating companies can create their own apprenticeship programs by creating a hybrid of the three standard models of apprenticeships. Mr. Smith addressed the ability of a student under the age of 18 working at a manufacturing facility. He reviewed how a company can get an exemption and can provide information on the process. Scott Simmons asked Todd Sabin to get this information and distribute to the Board.

D. Manufacturing Policy Academy

Todd Sabin reviewed the status of the Manufacturing Policy Academy by reviewing the three Goals established by its participants and next steps.

VII. Discussion of Agenda Items for Next Meeting

Chairman Briggs to meet with Heather Gramm and Todd Sabin to create a strategic plan for the upcoming year. The next meeting is scheduled for March 30th.

VIII. Adjournment of MMAB Business Meeting

There being no further discussion, the meeting was adjourned at 3:55 p.m. by Chairman Briggs.